



Sales Associate

Who Is My Student Survey?

My Student Survey, LLC is a firm founded in 2010 that administers teacher surveys in school districts across the US. We organize the administration of our patented surveys for schools in which students in grades 3-12 answer questions about their teachers' practice for the purpose of both professional development and evaluation. In addition, My Student Survey also works with large organizations on the development of their own survey by providing guidance on the survey validation process. Student surveys are one of the best predictors for student achievement and provide teachers with essential feedback they need to improve their teaching skills and practices.

What Are We Looking For?

Currently serving more than 500 schools across the country including districts such as New York City and Nashville Public Schools, My Student Survey is growing quickly. The Sales Associate is an essential hire to help accelerate reach and growth. We are seeking an exceptional candidate to guide My Student Survey to an expanded network of schools. We would expect this person to:

- Contact districts, schools, and other educational organizations via phone and email to inquire about interest in hiring My Student Survey
- Connect with potential clients through professional social networking such as LinkedIn
- Manage customer expectations and contribute to a high level of customer satisfaction
- Define sales processes that drive desired sales outcomes and identify improvements where and when required
- Establish successful partner programs with complementary organizations
- Manage key customer relationships and participate in closing strategic opportunities
- Occasionally travel for in-person meetings with customers and partners and to develop key relationships

Who Are We Looking For?

- Self-motivated and driven to succeed
- Ability to establish rapport and form long-term relationships with potential clients
- The ability to balance perseverance and tact when contacting potential clients
- Optimism – in the face of failure one looks for alternatives rather than giving up
- Previous experience with sales preferred, particularly sales experience within education
- Experience within education (such as teaching or administration) preferred

What We Offer

We offer an opportunity to impact education as part of a growing education technology company. As a virtual office company, the role offers great flexibility and autonomy. The position can operate from anywhere in the US that has internet and telephone access. Compensation will be competitive and include a mix of base salary and commission.